

| CSMILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 19687 | 19287 | 30781 |
| Receivables | 14098 | 14481 | 14579 |
| Inventory (FIFO) | 8599 | 9020 | 9599 |
| Other | 3649 | 2486 | 2619 |
| Current Assets | 46033 | 45274 | 57578 |
| Accts Payable | 7537 | 8544 | 7044 |
| Debt Due | 2796 | 1202 | 5078 |
| Other | $\underline{20897}$ | 26218 | 26725 |
| Current Liab. | $\underline{31230}$ | $\underline{35964}$ | $\underline{38847}$ |


| ANNUAL RATES | Past | Past | Est'd '17-'19 |
| :--- | ---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '24-'26 |
| Sales | $3.0 \%$ | $3.5 \%$ | $5.0 \%$ |
| "Cash Flow" | $5.0 \%$ | $5.5 \%$ | $8.5 \%$ |
| Earnings | $4.0 \%$ | $4.0 \%$ | $10.0 \%$ |
| Dividends | $7.0 \%$ | $6.5 \%$ | $7.5 \%$ |
| Book Value | $3.5 \%$ | $-2.0 \%$ | $11.0 \%$ |


| Cal- <br> endar | QUARTERLY SALES (\$ mill.)A <br> Mar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full <br> Year |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2018 | 20009 | 20831 | 20348 | 20393 | 81581 |
| 2019 | 20021 | 20562 | 20729 | 20747 | 82059 |
| 2020 | 20691 | 18336 | 21082 | 22475 | 82584 |
| 2021 | 22000 | 22250 | 23500 | 23900 | 91650 |
| 2022 | 23000 | 23250 | 24500 | 25000 | 95750 |
| Cal- <br> endar | EARNINGS PER SHARE AB |  |  |  | Full |
| 2018 | 1.60 | 1.45 | 1.44 | 1.12 | 5.61 |
| 2019 | 2.10 | 2.58 | 2.12 | 1.88 | 8.68 |
| 2020 | 2.30 | 1.67 | 2.20 | 1.86 | 8.03 |
| 2021 | 2.40 | 2.40 | 2.40 | 2.30 | 9.50 |
| 2022 | 2.55 | 2.55 | 2.55 | 2.50 | 10.15 |
| Cal- | QUARTERLY DIVIDENDS PAID C. | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 2017 | .80 | .84 | .84 | .84 | 3.32 |
| 2018 | .84 | .90 | .90 | .90 | 3.54 |
| 2019 | .90 | .95 | .95 | .95 | 3.75 |
| 2020 | .95 | 1.01 | 1.01 | 1.01 | 3.98 |
| 2021 |  |  |  |  |  |

BUSINESS: Johnson \& Johnson is engaged in the research \& development, manufacture, and sale of a broad range of products in the healthcare field. It operates three business segments: Consumer (baby care, beauty, skin care, oral care, wound care, etc.), Pharmaceutical (antiinfective, antipsychotic, contraceptive, dermatology, gastrointestinal, etc.), and Medical Devices
Johnson \& Johnson is making headlines. The company announced the muchanticipated results of its Phase III trial for its COVID-19 vaccine. This showed $66 \%$ overall efficacy in blocking moderate-tosevere forms of the disease and $85 \%$ efficacy in severe forms. While this comes up short of the efficacy shown by the Moderna and Pfizer/BioNTech vaccines, we view the data as favorable, especially when considering the overwhelming demand as well as the advantage that J\&J's vaccine has of requiring only one shot. Wall Street did not seem to share our optimism, however, and the stock slipped on the news. Still, J\&J planned to file in early February for emergency use authorization with the Food \& Drug Administration.
The world's largest healthcare company reported better-than-expected fourth-quarter results. Share earnings came in at $\$ 1.86$, a couple of pennies off the year-earlier tally, but about a nickel ahead of the consensus estimate. Although margins remained under fairly heavy pressure, sales increased a better-thananticipated $8.3 \%$, roughly double our estimate, thanks to ongoing momentum from
(orthopedic, surgery, interventional solutions, and eye health fields). Employs approximately 132,200. Officers \& directors less than $1.0 \%$ of common stock; Vanguard Group, 8.7\%; BlackRock, 7.3\%; State Street, 5.8\%. (3/20 Proxy). Chairman \& CEO: Alex Gorsky. Inc.: NJ. Address: One Johnson \& Johnson Plaza, New Brunswick, NJ 08933. Telephone: 732-524-0400. Internet: www.jnj.com.

## the Pharmaceutical business.

We've upped our 2021 estimates. Guidance was solid, with management saying that it is looking for sales to tally between $\$ 90.5$ billion and $\$ 91.7$ billion for all of 2021, pointing to a $9.5 \%-11.0 \%$ rise. From a bottom-line perspective, it is now calling for EPS of $\$ 9.40$ to $\$ 9.60$. And this was before the release of the aforementioned results of the company's COVID-19 trials. Adding it all up, we currently look for J\&J to earn $\$ 9.50$ a share, on an $11 \%$ uptick in sales. The company should continue to do well with its Pharmaceutical portfolio, and we expect the other businesses to gain traction as the year progresses. Too, we see margin improvement accelerating in the second half of the year.
The stock has done well since our November report despite the abovementioned pullback. We continue to think that it offers worthwhile three- to five-year total return prospects, especially on a riskadjusted basis. J\&J's COVID-19 vaccine is a plus in our eyes, and investors should consider buying on dips. These shares are now an Average selection for Timeliness. Andre J. Costanza

February 12, 2021
(A) Years end on the last Sunday in December. (B) Diluted earnings. Excludes nonrecurring: 04, d26¢;' 05 , d44;' 06 , d3¢; '07, d52¢; '09 d23¢; '10, 2¢; '11, d\$1.51; '12, d\$1.24;' '13,
d714; 4th qtr.'17, d\$5.73 (due to tax reform.); 19 (\$3.05)' '20, (\$2.52). GAAP from 20152018. Next earnings report due late April.
(C) Dividends historically paid: March, June

September, and December. - Dividend rein vestment plan available. (D) Includes intangibles. On 12/31/19: $\$ 81.3$ billion, $\$ 30.76$ a share. (E) In millions.

| Company's Financial Strength | A++ |
| :--- | ---: |
| Stock's Price Stability | 100 |
| Price Growth Persistence | 85 |
|  | Earnings Predictability |

